

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #761406

Mr. J. Beltrami
KLEIN CANDY

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear John:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to **\$308.75 (65 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION
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'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: J. McLean

Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.
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SAL-MAY.DOC

51844 5339

MAY DELIVERY
SALEM TEAR TAPE
KLEIN CANDY

Product PO # 14445

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>18</u>
12300-24195	Full Flavor 100	<u>12</u>
12300-24196	Light	<u>21</u>
12300-24197	Light 100	<u>14</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT
DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: April 27, 1998
Ship Date to Retail: Week of: May 11, 1998
EFT \$ Amount: \$20,161.04

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

MAY DELIVERY

51844 5340

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800438 80500 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
122104		543805	VIKISHA INC.	451 - 453 ST. PAUL	JERSEY CITY	NJ	07306	67	62	83	69	281		
132601	133220	745351	CR FRIENDLY #14	62 N MAIN ST	STEWARTSTOW	PA	17363	1	1	1	1	4	1861-0000	
133204	133226	059033	TOM'S TOBACCO	2525 EASTON AVE	BETHLEHEM	PA	18017		2			2		947507
133204		183593	SMOKE SHOP	1706 W CHEW ST	ALLENTOWN	PA	18104	1	1	1	1	4		
133204	133221	184213	GEIGER'S MARKET	3001 2ND STREET	WHITEHALL	PA	18052	4	1	3	2	10		
133204	133226	403215	EASTON AVENUE EXXON	2038 EASTON AVE	BETHLEHEM	PA	18017	22	6	17	9	54		
133204	133221	415867	C. R. FRIENDLY #19	4755 MAIN ST	WHITEHALL	PA	18052	1	1	1	1	4	1861-0000	
133204	133221	487156	FULLERTON SELF SERV	#100	WHITEHALL	PA	18052	1	1	1	1	4	1861-0000	
133204	133226	489855	BROAD STREET TEXACO	1125 W. BROAD STR	BETHLEHEM	PA	18018	1		5	2	8		
133204	133221	510976	C. R. FRIENDLY #33	3640 ROUTE 309	OREFIELD	PA	18069	1	1	1	1	4	1861-0000	
133204	133221	595793	LIBERTY BELL BEVERA	718 NORTH 13TH ST	ALLENTOWN	PA	18102	3	3	5	3	14		
133204	133221	613225	CR'S FRIENDLY MKT	802-824 UNION BLV	ALLENTOWN	PA	18103	1	1	1	1	4	1861-0000	
133204	133221	657144	HIGHWAY SUPERETTE	1032 S 5TH STREET	ALLENTOWN	PA	18103	3	2		1	6		
133204	133221	662025	C R FRIENDLY #53	702 NTH 19TH ST	ALLENTOWN	PA	18104	1	1	1	1	4	1861-0000	
133204	133221	665842	DELI-MART	4225 W TILGHMAN S	ALLENTOWN	PA	18104	6	4	16	7	33		
133204	133226	745366	CR FRIENDLY #54	3010 SCHOENERSVIL	BETHLEHEM	PA	18017	1	1	1	1	4	1861-0000	
133204	133221	745368	CR FRIENDLY #63	1043 LEHIGH ST #	ALLENTOWN	PA	18103	1	1	1	1	4	1861-0000	
133204	133226	760979	C. R. FRIENDLY #38	3283 EASTON AVE	BUTZTOWN	PA	18017	1	1	1	1	4	1861-0000	
133204	133226	964091	LIBERTY BELL BEV.	1438 CHESTNUT ST	EMMAUS	PA	18049	2	2	9	2	15		
133205	133229	025660	COVENTRY MART	1453 S HANOVER ST	POTTSTOWN	PA	19464	8	2	2	2	14		
133205	133229	625733	HEIDI SUE VARIETY	230 BRIDGE ST	PHOENIXVILL	PA	19460	5	4	5	4	18		961268
133208	133226	032886	C.R.FRIENDLY #28	418 E 4TH ST	BETHLEHEM	PA	18015	1	1	1	1	4	1861-0000	
133208	133226	095978	C. R. FRIENDLY #17	4002 CHESTNUT ST	EMMAUS	PA	18049	1	1	1	1	4	1861-0000	
133208	133226	546033	C.R. FRIENDLY #35	3600 A ROUTE 378	BETHLEHEM	PA	18015	1	1	1	1	4	1861-0000	
133208	133226	593431	EASTON FOOD & VARIE	222 NORTHAMPTON S	EASTON	PA	18042	2		1		3		
133208	133226	657092	CHUCKY'S FOOD & BEE	154-164 ST JOSEPH	EASTON	PA	18042	4	2	8	1	15		
134061		573005	ERNIE'S WHOLESALE	810 W WASHINGTON	ALLENTOWN	PA	18102	4	3	3	3	13		
162204		085824	VILLAGE SWEETSHOP	255 RT 6	MESHOPPEN	PA	18630	3	3	3	3	12		
162204	162226	207059	BARDENS MOBIL MART	2105 E MAIN ST	ENDWELL	NY	13760	3	1	4	1	9		
162204		212016	ROOF WHOLESALE CO	RR 2 BOX 160	TOWANDA	PA	18848	1	1	1	1	4		
162204	162223	261825	WYOMING BEVERAGE	120 E TIOGA ST	TUNKHANNOCK	PA	18657	1	1	3	2	7		
162204	162223	340517	MONTROSE BEVERAGE	53 GROW AVE	MONTROSE	PA	18801	2	3	2	5	12		
162204	162223	474321	WINOLA MARKET	PO BOX 279	LAKE WINOLA	PA	18625	1	1	1	1	4		
162204	162223	490766	A-PLUS 60274	800 NORTHERN BLVD	CLARKS SUMM	PA	18411	2	1	4	1	8	0362-0101	
162204	162223	507050	DOCS DELICIOUS	477 CARBONDALE RD	CLARKS SUMM	PA	18411	2		6		8		
162204		528629	A&R FOOD SHOP	178 E TIOGA ST	TUNKHANNOCK	PA	18657	5	10	14	7	36		
162204	162223	547692	HONCHELS MARKET IGA	100 TAYLOR AVE.	WYALUSING	PA	18853	2	1	2		5		
162204	162226	660694	ANGLE MARKET #2	208-210 COURT STR	BINGHAMTON	NY	13901	1	1	1	1	4		
162204	162228	688522	NORTH TOWANDA DELI	RR1	TOWANDA	PA	18848		5	5	5	15		
162204	162223	740878	RUSHHORO GENERAL ST	RR 3 BOX 152A	MESHOPPEN	PA	18630	1	1	1	1	4		
162204	162223	762554	SUMMIT CIGAR &	CIGARETTE SHOP	CLARKS SUMM	PA	18411	6	2	3	4	15		
162208	162220	021107	ORLOSKI QUIK MART	240 S RIVER ST	WILKES BARR	PA	18705	1	1	1	1	4	3649-0000	

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800438 80500 SAL 98 .30/1 NO
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162208	162220	023190	ORLOSKI'S SERVICE	PENNA.AVE.&N.HAMP	WILKES BARR	PA	18702	1	1	1	1	4	3649-0000	
162208	162220	023192	ORLOSKI'S QUIK MART	3765 NUANGOLA RD	MOUNTAIN TO	PA	18707	1	1	1	1	4	3649-0000	
162208	162224	058112	ORLOSKIS	14 N MARKET ST	NANTICOKE	PA	18634	1	1	1	1	4	3649-0000	
162208	162220	071333	ORLOSKIS	MARKET ST	KINGSTON	PA	18704	1	1	1	1	4	3649-0000	
162208	162224	092103	POP'S IGA	52 MAIN ST	MILLVILLE	PA	17846	1	1	1	1	4		
162208	162221	183740	REX MARKET INC.	23 W. LIZARD CREE	ASHFIELD	PA	18212	2	2	2	2	8		
162208	162220	185094	SHEEHANS DRUG	79 E CAREY ST	WILKES BARR	PA	18705	2	2	3	2	9		
162208	162224	185518	JERRY'S ECONOMY	RD 1	HUNLOCK CRE	PA	18621	3	2	4	4	13		
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARR	PA	18701	2	3	5	2	12		
162208	162220	185591	PETERS ICE CREAM	159 BLACKMAN ST	WILKES BARR	PA	18702	5	6	5		16		
162208	162222	275885	CONVENIENT FOOD 302	610 MAIN ST	AVOCA	PA	18641	2	1	4	1	8	1418-0100	
162208	162220	303797	DOMOCO GAS & OIL CO	412 S MAIN ST	WILKES BARR	PA	18703	9	4	9	9	31		
162208	162222	306778	ORLOSKI'S	RT. 11	MOOSIC	PA	18507	1	1	1	1	4	3649-0000	
162208	162220	364079	ORLOSKI'S	ROUTE 80, EXIT 40	WHITE HAVEN	PA	18661	1	1	1	1	4	3649-0000	
162208	162220	399668	ORLOSKI'S MINI MART	RT 309	WILKES BARR	PA	18702	1	1	1	1	4	3649-0000	
162208	162221	415082	GOLDEN KEG	619 DELAWARE AVE	PALMERTON	PA	18071	2		2		4		
162208	162224	463743	BENTON TEXACO	10 MAIN STREET	BENTON	PA	17814	2	1	4	1	8		
162208	162224	479661	FIVE MOUNTAIN MARKE	1 SHICKSHINNY	SHICKSHINNY	PA	18655	1	1	1	1	4		
162208	162220	502064	KALINOWSKI MARKET	39 THOMAS STREET	WILKES BARR	PA	18702	1				1		
162208	162220	502080	DON'S DELI	185 W END RD	WILKES BARR	PA	18702	1		2	2	5		
162208	162224	513723	ORLOSKIS QUIK MART	MIDDLE RD & EXPY	NANTICOKE	PA	18634	1	1	1	1	4	3649-0000	
162208	162220	516458	PENN CORNER	1603 SANS SOUCI P	WILKES BARR	PA	18702	4	2	3	2	11		
162208	162222	521414	ORLOSKIS SERVICE	215-217 S MAIN ST	TAYLOR	PA	18517	1	1	1	1	4	3649-0000	
162208	162229	521418	ORLOSKI'S TEXACO	RT. 940 AND 80	LAKE HARMON	PA	18624	1	1	1	1	4	3649-0000	
162208	162220	529649	THRIFTY BEV. OF W-B	734 SANS SOUCI PK	WILKES BARR	PA	18702	4	3	5	1	13		
162208	162224	531356	NEW MART	ROUTE 11	LARKSVILLE	PA	18704	2	1	3	1	7		
162208	162220	532010	HANAS FOOD MART	BUTLER & N. PENNA	WILKES BARR	PA	18702	1	1	1	1	4		
162208	162224	540851	C.R. FRIENDLY #34	805 NEW BERNICK H	BLOOMSBURG	PA	17815	1	1	1	1	4	1861-0000	
162208	162220	540861	SMITHS COUNTRY STOR	RR 2 BOX 440A	HARVEYS LAK	PA	18618	1	1	4	3	9		
162208	162224	541391	B&S DISTRIBUTORS	80 MAIN STREET	MOCANAQUA	PA	18655	1	1	1	1	4		
162208	162220	551045	ORLOSKI'S QUIK MART	639 N MAIN ST	WILKES BARR	PA	18705	1	1	1	1	4	3649-0000	
162208	162222	553931	ORLOSKI'S	805 SHOEMAKER AVE	WYOMING	PA	18644	1	1	1	1	4	3649-0000	
162208	162220	567306	PETERS DELI	498 N MAIN ST	WILKES BARR	PA	18702	6	3	7	1	17		
162208	162220	568295	FRANKS NEWSTAND	4 S MAIN ST	WILKES BARR	PA	18701	1	1	1	1	4		
162208	162229	572516	SPORTSMAN DELI	RT. 903	ALBRIGHTSVI	PA	18210	3	1	2	1	7		07-6018
162208	162221	593429	BATH SHELL	7857 BETH BATH PI	BATH	PA	18014	3	1	2	1	7		
162208	162221	597594	CONVENIENT FOOD 301	625 DELAWARE AVE	PALMERTON	PA	18071	2	2	2	2	8	1418-0100	
162208	162220	598785	ORLOSKI'S MINI MART	3000 BEAR CREEK B	WILKES BARR	PA	18702	1	1	1	1	4	3649-0000	
162208	162220	598788	ORLOSKI'S MINI MART	10 CARVERTON RD	TRUCKSVILLE	PA	18708	1	1	1	1	4	3649-0000	
162208	162220	598790	ORLOSKI'S MINI MART	RR#5 RT.309	DALLAS	PA	18612	1	1	1	1	4	3649-0000	
162208	162224	600979	ORLOSKI'S	6307 NO. BERWICK	BLOOMSBURG	PA	17815	1	1	1	1	4	3649-0000	
162208	162220	613093	LEO MATUS	46 PUBLIC SQ	WILKES BARR	PA	18701	6	3	3	1	13		
162208	162222	627385	CONVENIENT FOOD 301	305 N MAIN ST	PITTSTON	PA	18640	4	1	3	1	9	1418-0100	

WHOLESALE : 751406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800438 80500 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162208	162222	636729	ORLOSKIS	8TH ST & WYOMING	WYOMING	PA	18644	1	1	1	1	4	3649-0000	
162208	162220	651761	ORLOSKI QUIK MART	815 KIDDER ST	WILKES BARR	PA	18702	1	1	1	1	4	3649-0000	
162208	162222	662762	WILLIAMS ST NEWS	5 WILLIAM ST	PITTSBURGH	PA	18640	3	1	4	3	11		
162208	162229	664986	ORLOSKIS	RT 115 & 940	BLAKESLEE	PA	18610	1	1	1	1	4	3649-0000	
162208	162224	743045	THOMAS' FAMILY MKT	550 WASHINGTON AV	PLYMOUTH	PA	18651	5	1	2	1	9		
162208	162220	748864	CONVENIENT FOOD#302	366 WYOMING AVE	KINGSTON	PA	18704	1	1	3	1	6	1418-0100	
162208	162224	767489	C. R. FRIENDLY #67	1545 W FRONT ST	BERWICK	PA	18603	1	1	1	1	4	1861-0000	
162208	162220	776552	ORLOSKIS QUICK MART	RD#1 RT 115	WILKES BARR	PA	18705	1	1	1	1	4	3649-0000	
162208	162229	776936	ORLOSKI'S SHELL	RT. 940 AND RT. 8	LAKE HARMON	PA	18624	1	1	1	1	4	3649-0000	
162208	162220	777165	NEW MARKET	322 CAREY AVE	WILKES BARR	PA	18702	1	1	1	2	5		
162208	162222	777166	A-PLUS #60278	308 S MAIN ST	PITTSBURGH	PA	18640	7	1	3	2	13	0362-0101	
162208	162222	777524	CONVENIENT FOOD 301	710 MAIN ST	MOOSIC	PA	18507	1	1	1	1	4	1418-0100	
162208		800545	JOE MANTIONES GAS	702 SANS SOUCI PK	HANOVER TOW	PA	18702	2	2	2	2	8		
162208	162224	805392	CR FRIENDLY #66	804 E 5TH ST	BERWICK	PA	18603	1	1	1	1	4	1861-0000	
162208	162224	854135	MALONEY DISTRIBUTOR	575 WALNUT ST	DANVILLE	PA	17821	6	3	2	2	13		
162209	162229	184473	TOWN & COUNTRY	125 BROAD ST	STROUDSBURG	PA	18360	2	1	3	1	7		
162209	162222	185663	MARKOWITZ BROS.	256 WYOMING AVE	SCRANTON	PA	18503	3	2	7	2	14		
162209		185983	JUNIORS	419 GEORGE ST	THROOP	PA	18512	1		1	1	3		
162209	162227	186085	WEINGERS	1206 MAIN ST	HONESDALE	PA	18431	1		1		2		
162209	162223	241485	LAKEVIEW FOOD MART	RR#2 BOX 242	JERMYN	PA	18433	5	3	11	1	20		
162209	162229	279211	ORLOSKI'S TEXACO	RT. 196	TOBYHANNA	PA	18466	1	1	1	1	4	3649-0000	
162209	162221	376128	GAP MINI MART	PO BOX 555	DE WATER GA	PA	18327	2	1	2	1	6		
162209	162222	449190	ORLOSKIS QUICK MART	DAVIS STREET	SCRANTON	PA	18505	1	1	1	1	4	3649-0000	
162209	162229	503383	QWIK MART, INC.	RR 6 BOX 6214	LAKE ARIEL	PA	18436	7	3	7	4	21		
162209	162222	503590	SPEEDY SHOP	141 WYOMING AVE	SCRANTON	PA	18503	4	4	8	6	22		
162209		534413	TWIN ROCK RESTAURAN	EXIT 5 I84	LAKE ARIEL	PA	18436	1		1		2		
162209	162229	542769	STARNERS #4	933 N 9TH ST	STROUDSBURG	PA	18360	2		2		4	1164-0000	TEST
162209	162222	552036	ORLOSKI'S SVC. STA.	MULBERRY & FRANKL	SCRANTON	PA	18503	1	1	1	1	4	3649-0000	
162209	162221	572519	ORLOSKIS TEXACO	350 PROSPECT ST	EAST STROUD	PA	18301	1	1	1	1	4	3649-0000	
162209	162222	594172	RICCARDO'S MARKET	320 S BLAKELY ST	DUNMORE	PA	18512	2	2	5	2	11		
162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 73	DINGMANS FE	PA	18328	2	2	3	4	11		
162209	162223	658111	CONVENIENT FOOD 300	601 WASHINGTON AV	JERMYN	PA	18433	1	1	3	1	6	1418-0100	
162209	162221	665910	MIGGYS IGA	9 FOX RUN LN	E STROUDSBU	PA	18301	8	5	6	7	26		
162209	162227	688951	DUTCHS MARKET	RT 6	HAWLEY	PA	18428	3	2	3	1	9		
162209	162221	693574	MAIN ST MARKET	90 N MAIN ST	BANGOR	PA	18013	4	1	1		6		
162209		697356	RINALDI PIZZA & SUB	317 S BLAKELY ST	DUNMORE	PA	18512	5	1	3	1	10		
162209	162227	699173	LAKEVIEW PLAZA	RR 1 BOX 136	DINGMANS FE	PA	18328	1	1	4	1	7		66723
162209	162221	723879	STARNERS #5	N. COURTLAND ST.	E STROUDSBU	PA	18301	2	1	1		4	1164-0000	TEST
162209		744029	C-STOP CONVENIENT	5222 MILFORD RD	E STROUDSBU	PA	18301	1	1	1	1	4		
162209		748854	PML VARIETY	705 E MARKET ST	SCRANTON	PA	18509	2	1	2	1	6		
162209	162223	767535	PAVILION SQUARE	422 LACKAWANNA AV	OLYPHANT	PA	18447	1		1		2		
162209	162221	767589	STARNERS QUIK SHOPP	BUS RT 209	SCIOTA	PA	18354		1	4		5	1164-0000	
162209	162229	777056	ORLOSKIS	RT 940	POCONO PINE	PA	18350	1	1	1	1	4	3649-0000	

DATE: 98-03-25
TIME: 10:35 AM

2885NS

Source: <https://www.industrydocuments.ucsf.edu/docs/hxvp0000>

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WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE : 800438 80500 SAT 98 .30/1 NO
SALES LEVEL : 16XXXXX
DATE: 98-03-25
TIME: 10:35 AM

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